

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr
150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

(S)

August 12, 1997

RJR Account #509977

Mr. F. Stewart

H. FOURTUNIS DBA A-W

SALEM TEAR TAPE PROMOTION #701497: SEPTEMBER AND OCTOBER 1997

Dear Fred:

SALEM .30¢ tear tape product has been ordered, as well as **54** SKUs of 40-Pack Displays (Item #530123 @ 1/SKU) to pack and ship the above promotion to your participating retail accounts as identified on the attached Customer List. This Promotion will be delivered in two separate drive periods; September and October. Utilize the same Customer List for each drive period. New Displays will not be shipped with the October drive period (see enclosed Retailer Letter).

Display Detail / Item #530123

<u>SKU CUBE:</u>	0.4890
<u>SKU WT (w/o Product):</u>	1.4480 lbs
<u>Retail Sales Offers per Sku:</u>	40 units
<u>Billing per Sku:</u>	4 Full Price Cartons

*Newest
Shipped Cancelled?
Refused?
11/19/97*

R. J. Reynolds' sales personnel will issue .30¢/pack payment to retailers at store level. RJR will reimburse you \$14.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **\$112.00 (8 (12M) case(s) @ \$14.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

THE ATTACHED CUSTOMER LIST SHOULD BE RETAINED AND UTILIZED FOR OCTOBER DISTRIBUTION OF SALEM .30¢ PROMOTIONAL PRODUCT.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

/jc

cc: 162309

Enc. Retailer Letter

Retail Customer List

509977
12/2 - 12/8

*11/21/97
R. Cote, LEM
advised pack
will be ordered
By 12/5/97
Arrival 11/25?
12/2*

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SALTAPEDOC

173643

51855
9854

SEPTEMBER DELIVERY

SALEM TEAR TAPE

H. FOURTUNIS DBA A-W

September Drive Period 709 / Promotion #701497

PROMOTION DESCRIPTION: EACH DISPLAY CONTAINS 40 .30¢ OFF PER PACK OFFERS (4 CARTONS). PACK AND SHIP ONE (1) DISPLAY, ALONG WITH ANY ADDITIONAL PRODUCT REQUIRED, AS INDICATED ON THE ATTACHED CUSTOMER LIST.

DISPLAY LOAD (4 CARTONS):

PACK NUMBER OF CARTONS PER BRAND STYLE AS INDICATED ON ATTACHED CUSTOMER LIST

SALEM FULL FLAVOR

SALEM LIGHT

SALEM FULL FLAVOR 100

SALEM LIGHT 100

**RETAILER NEEDS TO MAINTAIN SALEM 40-PACK DISPLAY FOR OCTOBER DRIVE PERIOD
(INCLUDE A COPY OF THE ENCLOSED 'RETAILER LETTER'
IN EACH DISPLAY SHIPPED TO RETAIL)**

UPC Code	SALEM BRAND STYLE	#/ (6M) Cases			
		12/1	4	2	
12300-24194	Full Flavor	12/1	4	2	12/8
12300-24196	Light		4	2	
12300-24195	Full Flavor 100		4	2	
12300-24197	Light 100		4	2	

Product / Premium Arrival: September 2, 1997

Ship Date to Retail: Week of: September 8, 1997

EFT \$ Amount: \$5,725.15 3024.30

Non-EFT \$ Amount: \$N/A

**R. J. REYNOLDS' SALES PERSONNEL WILL ISSUE .30¢ / PACK PAYMENT TO
RETAILERS AT STORE LEVEL.**

SEPTEMBER DELIVERY

51855 985

OCTOBER DELIVERY
SALEM TEAR TAPE
H. FOURTUNIS DBA A-W

October Drive Period 709 / Promotion #701497

PROMOTION DESCRIPTION: UTILIZE THE SEPTEMBER CUSTOMER LIST TO SHIP THE APPROPRIATE NUMBER OF SALEM \$3.00 OFF / CARTONS PER BRAND STYLE AS INDICATED. RETAILER WILL LOAD PRODUCT INTO THE 4-CARTON DISPLAY WHICH WAS SHIPPED WITH SEPTEMBER DRIVE PERIOD.

<u>UPC Code</u>	<u>SALEM BRAND STYLE</u>	<u>#/ (6M) Cases @ .30¢ Off</u>
12300-24194	Full Flavor	4
12300-24196	Light	3
12300-24195	Full Flavor 100	4
12300-24197	Light 100	3

Product Arrival:

October 6, 1997

(No Displays will be shipped)

Ship Date to Retail:

Week of: October 13, 1997

EFT \$ Amount:

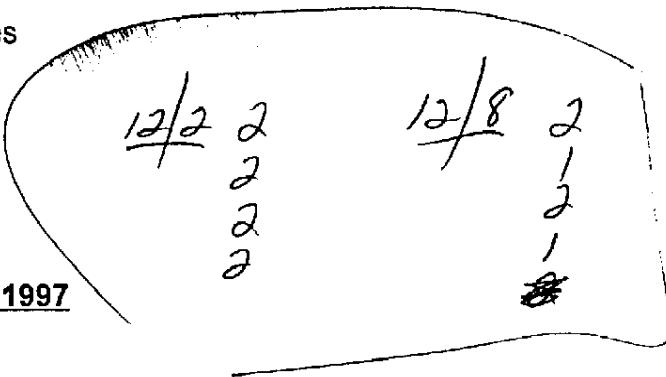
\$5,009.51

Non-EFT \$ Amount:

\$N/A

R. J. REYNOLDS' SALES PERSONNEL WILL ISSUE .30¢ / PACK PAYMENT TO RETAILERS AT STORE LEVEL.

OCTOBER DELIVERY



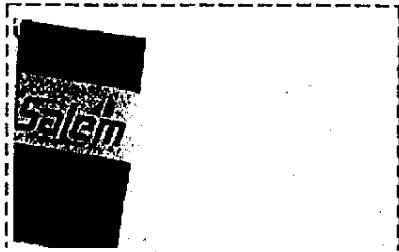
51855 9856

SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT FOR SEPTEMBER / OCTOBER DRIVE PERIODS											
SR. LINE	ACCT	ACCOUNT NAME	ADDRESS	CITY	ST	WHLSR	VAP. WHLSR	VAP. WHLSR NAME	SUPPLIER		
									King	FF 100	Salem
									Lt	Salem	King
162308	130749	CHANINGVILLE DELI	23 CHANNINGVILLE RD	WAPPINGERS FALL	NY	509977	H.FOURTUNIS DBA A W		0	2	2
162308	562452	SIXTY SOUTH AVE. INC	DBA VILLAGE SERVICE	WAPPINGERS FLS	NY	509977	H.FOURTUNIS DBA A W		0	1	1
162309	179371	MINI MARKET	501 HIGHLAND AVE	PEEKSKILL	NY	509977	H.FOURTUNIS DBA A W		0	3	3
162309	179408	DA ROSE CORNER STORE	102 ALBANY POST RD	BUCHANAN	NY	509977	H.FOURTUNIS DBA A W		0	3	3
162309	696105	DELTA MOTORS	35 SMADBELL AVENUE	CARMEL	NY	509977	H.FOURTUNIS DBA A W		0	2	2
162309	716251	SOMERS MOBIL	291 ROUTE 100	SOMERS	NY	509977	H.FOURTUNIS DBA A W		0	1	1
162309	787069	FUEL & WASH	91 GLENEIDA AVE	CARMEL	NY	509977	H.FOURTUNIS DBA A W		0	2	2
						509977	Total		14	14	14

SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT FOR SEPTEMBER / OCTOBER DRIVE PERIODS														
SR TERR	ACCT#	ACCOUNT NAME	ADDRESS	CITY	ST	WHLSR	VAP	WHLSR NAME	VAP					
									SUPPLIER	FF 100	Salem			
162210	130376	OTTISVILLE CONV ST	ROUTE 211	OTISVILLE	NY	203290	HARRY FOURTUNIS INC		0	1	1	1	1	1
162210	178902	PERINO'S DELI.	ROUTE 6	SLATE HILL	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162210	179180	LAKES OF CIRCLEVILLE	ROUTE 302	CIRCLEVILLE	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162210	641280	GNP PETROLEUM INC	RT 211	MIDDLETOWN	NY	203290	HARRY FOURTUNIS INC		0	1	1	1	1	1
162210	688667	FAIR OAKS GENERAL ST	RR 8 BOX 279	MIDDLETOWN	NY	203290	HARRY FOURTUNIS INC		0	1	1	1	1	1
162210	705602	KELLY'S DELI	210 N MAIN ST	LIBERTY	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162210	705901	BORDERLINE DELI	1226 BURLINGHAM RD	PINE BUSH	NY	203290	HARRY FOURTUNIS INC		0	1	1	1	1	1
162305	754480	M&M MOBIL, INC.	1000 FLATBUSH RD	KINGSTON	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162306	178453	JAMES' GENERAL STORE	PO BOX 346	NAPANOCH	NY	203290	HARRY FOURTUNIS INC		0	1	1	1	1	1
162307	286486	MAGYAR'S SERVICE CTR	704 ROUTE 9W	MIDDLE HOPE	NY	203290	HARRY FOURTUNIS INC		0	1	1	1	1	1
162307	331060	NORTH PLANK MOBIL	175 N PLANK RD	NEWBURGH	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162307	567459	H.N. OF NEWBURGH, INC	352 BROADWAY	NEWBURGH	NY	203290	HARRY FOURTUNIS INC		0	1	1	1	1	1
162307	594992	BRIDGE CIRCLE DELI	77 MILTON AVE	HIGHLAND	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162307	596448	SIDIQUE PETROLEUM	185 MAIN ST	NEW PALTZ	NY	203290	HARRY FOURTUNIS INC	913178	4	4	4	4	4	4
162307	638321	ONTARIO ENTERPRISES	30 S PLANK RD	NEWBURGH	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162307	666444	IRELAND CORNERS	551 STATE ROUTE 208	NEW PALTZ	NY	203290	HARRY FOURTUNIS INC		0	1	1	1	1	1
162307	667003	JAY DEE'S DELI	WALLKILL AVENUE	WALLKILL	NY	203290	HARRY FOURTUNIS INC		0	1	1	1	1	1
162307	672417	MARKONIC'S DELI MKT	1191 RT. 9W #28	MARLBORO	NY	203290	HARRY FOURTUNIS INC		0	1	1	1	1	1
162308	130383	K & D DELI, INC.	264 NORTH RD	POUGHKEEPSIE	NY	203290	HARRY FOURTUNIS INC	203290	2	2	2	2	2	2
162308	178627	SOUTHGATE DELI. AND	658 SOUTH RD	POUGHKEEPSIE	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162308	178726	AMENIA VARIETY	ROUTE 22 & 44	AMENIA	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162308	307545	9G CITGO	403 VIOLET AVE	POUGHKEEPSIE	NY	203290	HARRY FOURTUNIS INC		0	4	4	4	4	4
162308	411813	SALT POINT GETTY	BOX 179 RD 1 RT 44	SALT POINT	NY	203290	HARRY FOURTUNIS INC		0	3	3	3	3	3
162308	440786	ABC GROCERY	22 DE LAVAL PL	POUGHKEEPSIE	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162308	619772	GETTY SERVICE STATIO	355 MILL ST	POUGHKEEPSIE	NY	203290	HARRY FOURTUNIS INC		0	10	10	10	10	10
162308	667150	RED OAKS DELI MART	17 VASSAR RD	POUGHKEEPSIE	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162308	667776	SUNOCO RT. 22	RTE 22	DOVER PLAINS	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162308	669437	S&D FOOD STORE INC	250 HOOKER AVE	POUGHKEEPSIE	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162308	669448	DAIRY MART #6612F	MYERS CORNERS RD	WAPPINGERS FLS	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162308	682626	AL ROYAL PETRO INC	RTE 9G 646 VIOLET AVE	HYDE PARK	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162308	696040	SUNOCO S/S	FAMILY QUICK STOP 2	HOPEWELL JCT	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162308	716020	VILLAGE DELI	RT. 22	WINGDALE	NY	203290	HARRY FOURTUNIS INC		0	1	1	1	1	1
162308	746373	PMK PETROLEUM BP	340 VIOLET AVE	POUGHKEEPSIE	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162308	767054	GENE'S SERVICE CNTR	110 FREEDOM PLAINS R	POUGHKEEPSIE	NY	203290	HARRY FOURTUNIS INC		0	1	1	1	1	1
162308	843136	FAMILY QUICK STOP	10 WEST MAIN STREET	PAWLING	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2
162309	068522	GARRISON MART	PO BOX 48	GARRISON	NY	203290	HARRY FOURTUNIS INC		0	1	1	1	1	1
162309	179143	JAYS DELI	497 ROUTE 32	HIGHLAND MILLS	NY	203290	HARRY FOURTUNIS INC		0	2	2	2	2	2

SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT FOR SEPTEMBER / OCTOBER DRIVE PERIODS										Sales			
SR TERR	ACCT	ACCOUNT NAME	ADDRESS	ST	CITY	VAP WHLSR	VAP WHLSR NAME	SUPPLIER	Sales				
									VAP	VAP	VAP	VAP	
162309	365630	DAVIG CORP. D/B/A	EASY STOP	NY	BREWSTER	203290	HARRY FOURTUNIS INC		0	2	2	2	2
162309	397629	BASSO DELI, INC.	D/B/A M & R MARKET	NY	FORT MONTGOMERY	203290	HARRY FOURTUNIS INC		0	1	1	1	1
162309	436555	O A K S TECH., INC.	4 SMITH CLOVE RD	NY	CENTRAL VALLEY	203290	HARRY FOURTUNIS INC		0	1	1	1	1
162309	460627	STORMVILLE CITGO	ROUTE 216	NY	STORMVILLE	203290	HARRY FOURTUNIS INC		0	2	2	2	2
162309	728412	SHIVAM VARIETY INC.	307 MAIN ST	NY	HIGHLAND FALLS	203290	HARRY FOURTUNIS INC		0	2	2	2	2
162309	745253	HARRIMAN EXXOM	2 MELODY LANE NORTH	NY	CENTRAL VALLEY	203290	HARRY FOURTUNIS INC		0	1	1	1	1
						203290 Total				83	83	83	83

SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT FOR SEPTEMBER / OCTOBER DRIVE PERIODS												QUANTITIES				
SR.	ACCT.	FULL NAME	ADDRESS	CITY	STATE	CHAIN ID	CHAIN NAME	VAP JBR	VAP WHLSR NAME	VAP SUPPLIER	EX- SAL	EX- SAL FF 100	EX- SAL K5	EX- SAL FF 100		
133005	130769	84 QUIK STOP	ROUTE 17M	NEW HAMPTON	NY	0	203290	HARRY FOURTUNIS INC			0	2	1	3	2	
133005	179116	QUAKER CREEK	STORE, INC.	GOSHEN	NY	0	203290	HARRY FOURTUNIS INC			0	2	1	3	1	
133005	600426	A PLUS	590 BROOKSIDE AVE	CHESTER	NY	0362 01 02	SUN COMPANY APLUS	203290	HARRY FOURTUNIS INC			0	6	3	7	4
133005	696085	SHAUKAT CIGARETTE VE	RRT BOX 13	GOSHEN	NY	0	203290	HARRY FOURTUNIS INC			0	2	1	3	1	
									HARRY FOURTUNIS INC Total		11	6	16	8		



To All RJR Retail Partners

RETAILER LETTER

SALEM .30¢ OFF / PACK

\$3.00 OFF / CARTON

- THE 40-PACK DISPLAY BEING SHIPPED TO YOU FROM YOUR WHOLESALER FOR SALEM PROMOTED PRODUCT IS TO BE MAINTAINED FOR USE WITH SALEM PROMOTIONS FOR SEPTEMBER AND OCTOBER 1997.
- YOUR WHOLESALER WILL SHIP .30¢ OFF/ PACK AND \$3.00 OFF/ CARTON PROMOTED PRODUCT ON A MONTHLY BASIS THROUGH YEAR END 1997. THIS PROMOTED PRODUCT IS TO BE PLACED INTO THE 40-PACK DISPLAY.
- R. J. REYNOLDS' SALES PERSONNEL WILL ISSUE .30¢ PER PACK PAYMENT FOR THIS PRODUCT AT STORE LEVEL.

AS ALWAYS, THANK YOU FOR YOUR ASSISTANCE IN THE MARKETING OF OUR PRODUCTS. IF YOU HAVE ANY QUESTIONS REGARDING THIS SHIPMENT PLEASE CONTACT YOUR RJR REPRESENTATIVE.

ROU #1610

51855 9861

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

09/22/97

ACCOUNT NUMBER: 509977	W. FOURTUNIS DBA A-W
VOUCHER NUMBER: 15370912	15 REV GF WIGGINS PL
DATE WRITTEN: 09/22/97	PEEKSKILL , NY 10566
STATUS: PAID	
AMOUNT PAID: 112.00	SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	8.00	112.00

EXPLANATION: SALEM TEAR TAPE #701497: SEPTEMBER/OCTOBER/SR 162309

51855 9862